This price report provides state-wide average prices for standing timber (stumpage) for pine, oak, and mixed hardwood sawtimber, pine chip-n-saw, and pine and hardwood pulpwod. This information is made possible through an agreement with Timber Mart-South (www.timbermart-south.com). Timber prices may vary greatly depending on many factors to include: location, species, products, access and distance to mill. These values may not reflect the stumpage values for a particular stand of trees or with in a specific region of the state. It is recommended that you seek professional assistance in accessing the value of your standing timber. For more information on selling timber visit https://forestry.ces.ncsu.edu/.

### Average stumpage prices*($/ton) 3rd Quarter 2016

<table>
<thead>
<tr>
<th>Product</th>
<th>Price</th>
<th>Previous quarter</th>
<th>Percent change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pine pulpwood</td>
<td>$11.46</td>
<td>$9.90</td>
<td>15.8%</td>
</tr>
<tr>
<td>Pine chip-N-saw</td>
<td>$19.37</td>
<td>$18.45</td>
<td>5.0%</td>
</tr>
<tr>
<td>Pine sawtimber</td>
<td>$25.27</td>
<td>$25.34</td>
<td>-0.3%</td>
</tr>
<tr>
<td>Hardwood pulpwood</td>
<td>$4.35</td>
<td>$5.11</td>
<td>-14.8%</td>
</tr>
<tr>
<td>Mixed hardwood sawtimber</td>
<td>$21.87</td>
<td>$22.02</td>
<td>-0.7%</td>
</tr>
<tr>
<td>Oak sawtimber</td>
<td>$39.75</td>
<td>$37.98</td>
<td>4.7%</td>
</tr>
</tbody>
</table>

### Quarterly stumpage price trend

#### Hardwood Sawtimber price trend ($/ton)

- Mixed Hardwood Sawtimber
- Oak Sawtimber

#### Pine Sawtimber/Ply Logs/CNS price trend ($/ton)

- Pine Chip-N-Saw
- Pine Sawtimber

### Conversion Factors

#### Pine
- Sawtimber (tons/1000 bd. Ft.) 7.5
- Chip-n-saw (tons/1000 bd. ft.) 7.5
- pulpwood/chip-n-saw (tons/st. cord) 2.68

#### Hardwood
- Sawtimber (tons/1000 bd. Ft.) 8.75
- pulpwood/chip-n-saw (tons/st. cord) 2.9

*Source: Timber Mart-South
www.timbermart-south.com